

Message Text

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ACTION EUR-25

INFO OCT-01 ISO-00 EB-11 CAB-09 CIAE-00 COME-00 DODE-00

INR-10 NSAE-00 RSC-01 FAA-00 DOTE-00 PM-07 H-03 L-03

NSC-10 PA-04 PRS-01 SPC-03 SS-20 USIA-15 ACDA-19

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FM AMEMBASSY LONDON

TO SECSTATE WASHDC PRIORITY 5605

AMEMBASSY BONN PRIORITY

USMISSION BERLIN PRIORITY

INFO AMEMBASSY PARIS

AMEMBASSY MOSCOW

USMISSION NATO BRUSSELS

C O N F I D E N T I A L LONDON 13413

E.O. 11652: GDS

TAGS: ETRN, WB, UK, US

SUBJECT: BEA AND BERLIN AIR SERVICES

REF: STATE 224825

1. IN VIEW CURRENT DISCUSSIONS CONCERNING BEA AIR SERVICES TO BERLIN AND QUESTION WHETHER THESE SERVICES WILL BE CONTINUED IN LIGHT OF ALLEGEDLY UNACCEPTABLE LOSSES BEING SUSTAINED BY BRITISH CARRIER, ADDRESSEES WILL BE INTERESTED IN FOLLOWING REPORT TAKEN FROM FINANCIAL TIMES FOR NOVEMBER 14:

"AIR LOSS TURNED INTO 1.5M. POUND PROFIT. - BRITISH AIRWAYS' MANCHESTER-BASED SUPER ONE-ELEVEN DIVISION HAS ACHIEVED PROFITABILITY ONLY TWO YEARS AFTER BEING SET UP, IT WAS ANNOUNCED YESTERDAY.

THE DIVISION, WHICH OPERATES DIRECT SERVICE TO AND FROM MANCHESTER, AND THE INTERNAL GERMAN SERVICES OF BRITISH AIRWAYS, SHOULD END THE FINANCIAL YEAR WITH
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A SURPLUS OF ABOUT 300,000 POUNDS AFTER INHERITING AN

ANNUAL LOSS IN 1971-72 OF ABOUT 1.5M. POUNDS.

ITS DEPUTY DIRECTOR, MR. STEPHEN HANSCOMBE, SAID:
OUR SUCCESS HAS COME BY EXPANDING OUR DIRECT CONTINENTAL
SERVICES FROM MANCHESTER TO THE COMMON MARKET COUNTRIES
AND ELSEWHERE, AND THIS ENCOURAGES US TO START
PLANNING MORE ROUTES DIRECT TO THE CONTINENT IN THE
NEXT FEW YEARS.

2. ALTHOUGH NEWS REPORT GIVES NO PROFIT/LOSS BREAKDOWN
BETWEEN MANCHESTER/EUROPE SERVICE AND INTERNAL GERMAN
SERVICE, DRAMATIC RECOVERY THIS YEAR OF BEA DIVISION
WHICH OPERATES IGS WOULD SEEM PERTINENT TO FURTHER
EXAMINATION OF BEA CONTENTION THAT IT INCURRING UN-
ACCEPTABLE LOSSES ON BERLIN SERVICE.

ANNENBERG

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